

CITY OF SMYRNA  
PURCHASING DEPARTMENT  
2800 KING STREET  
SMYRNA, GEORGIA 30080  
678-631-5406

TO: Janet Liberman, Director – Environmental Services

FROM: Kelly Brown, Purchasing Manager

DATE: June 4, 2020

SUBJECT: Recommendation – RFQ 20-022 Energy Performance Contracting Services

The City of Smyrna requested qualifications from qualified energy services companies to provide a comprehensive system-wide infrastructure renewal including but not limited to energy and water efficiency improvements for facilities owned by the City. Sixteen (16) firms requested the Request for Qualifications document and we received four (4) responses. The proposals were scored by staff from Environmental Services, Public Works, Parks & Recreation and Finance. All of the firms provided excellent proposals and were well qualified for this task. We requested interviews with the top 3 scoring firms and based on the interviews and reference information, we recommend award of this project to Schneider Electric. The team agreed unanimously that Schneider provides the best solution for the City. Schneider Electric is named one of the leading energy services companies in the market. The scoring matrix is shown below:

<b>Firm</b>	<b>Score</b>
Schneider Electric	91.00
Ameresco Energy Services	91.00
Johnson Controls	89.17
ABM Building Solutions	88.83

It is the recommendation of Purchasing and the team that this project be awarded to Schneider Electric. Please prepare any necessary paperwork to present to Mayor and Council for approval.